



# Lab's economic impact benefits Northern New Mexico

April 11, 2017



Through its relations and partnerships across government agencies, universities, and industry, Los Alamos National Laboratory delivers the best possible science and technology results for the nation while making a positive impact on our New Mexico communities and economy.

This impact is illustrated in a new brochure, [Economic Impact on New Mexico](#), featuring data derived from the Laboratory's financial system for payments made in fiscal year 2016 (October 1, 2015, through September 30, 2016).

Scroll through the pages below, or see [the full brochure \(pdf\)](#).

## *Solving national security challenges through scientific excellence*

Los Alamos National Laboratory has a proud history and heritage of science and innovation. Today, as the senior laboratory in the Department of Energy system, Los Alamos serves the nation by applying world-changing science and technology to current and emerging national and global security challenges.

Through our relations and partnerships across government agencies, laboratories, universities, and industry, we deliver the best possible science and technology results for the nation while making a positive impact on our New Mexico communities and economy.\* To fulfill our commitments, we will be cost effective and efficient and operate with quality and reliability.

In 2015, the Lab paid

**\$76,948,600**

in Gross Receipts taxes.

\* The data in this brochure have been derived from the Laboratory's financial system for payments made in fiscal year 2016 (October 1, 2015, through September 30, 2016), unless otherwise noted. The charts and explanations expand on the financial impact of the Laboratory's spending.

Los Alamos National Laboratory, an affirmative action/equal opportunity employer, is operated by Los Alamos National Security, LLC, for the National Nuclear Security Administration of the U.S. Department of Energy under contract DE-AC52-06NA25396. LALP-16-010



Solving national security challenges through scientific excellence.



## ECONOMIC DEVELOPMENT

*Developing new business, strengthening existing companies, contributing to a diverse economy*

The Laboratory invests and partners in economic development initiatives and programs that help stimulate business growth, create jobs, and strengthen our communities. We partner with regional economic development organizations and business service providers throughout New Mexico, providing funding and free-of-charge scientific and technical resources for New Mexico businesses.

Companies and entrepreneurs  
helped throughout New Mexico

**5,939**

New financing attracted

**\$252.5M**

**Economic Development**

Vangie Trujillo

(505) 665-4400

[vangie@lanl.gov](mailto:vangie@lanl.gov)

[www.lanl.gov/community/economic-development.php](http://www.lanl.gov/community/economic-development.php)

Jobs created or retained

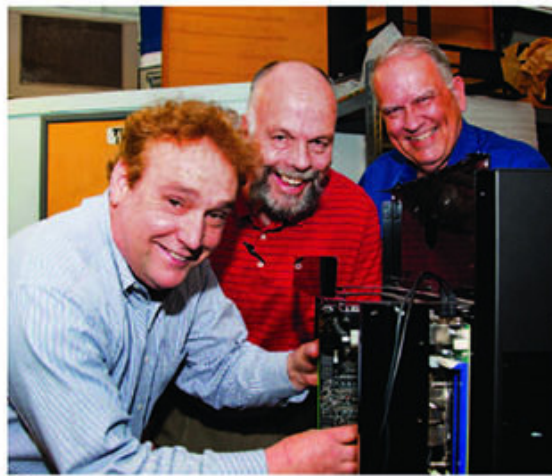
**7,057**

with salaries totaling

**\$257.5M**



Honeymoon Brewery worked with LANL to understand the chemical composition of its brew's ingredients to improve the flavor profile.



The LAMMPS Instrument Leveraged Project collaborated with LANL to perform various simulations, including annealing and shock on copper-lead and copper using up to 50 million atoms, to determine performance-related capabilities.

Economic development: developing new business, strengthening existing companies, contributing to a diverse economy.

## Creating and supporting an entrepreneurial culture in northern New Mexico

Total investment **\$3.6M**  
Total \$ results of companies **\$150.1M\***

Total investment **\$300K**  
New revenue generated **\$3.3M\***

For every **\$1** tax credit invested, the state of New Mexico receives a return of **\$1.26.\***

### INVESTMENT

The **Venture Acceleration Fund** provides funding to companies in every stage of development, ranging from proof of concept, prototyping, and product engineering to customer acquisition and market validation.

#### Native American Venture Acceleration Fund

Native American companies can apply for funding to help with critical technical services, which leads to increased revenues and employment for the company. The program is funded by Los Alamos National Security, LLC, and managed in partnership with the Regional Development Corporation.

### TECHNICAL ASSISTANCE

**New Mexico Small Business Assistance Program (NMSBA)** assists for-profit small businesses in New Mexico with access to subject matter experts and cutting-edge technologies at Los Alamos and Sandia national laboratories to solve technical challenges.

\* Surveys, conducted by a third-party contractor, were performed with participating clients in each program six months to one year after project completion. This information is based on CY 2015 data.

#### Market Transition Program

Micheline Devaurs

(505) 665-9090

fci-edev@lanl.gov

[www.lanl.gov/projects/feynman-center/index.php](http://www.lanl.gov/projects/feynman-center/index.php)



*High Water Mark, LLC, a woman-owned environmental consulting company with a specialty in water resources, received funding through the Native American Venture Acceleration Fund.*



Creating and supporting an entrepreneurial culture in Northern New Mexico.

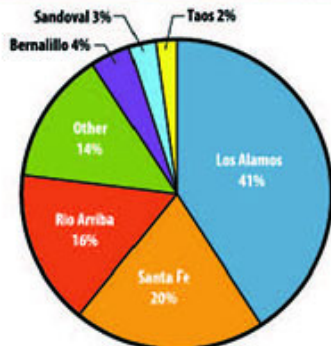


# EMPLOYMENT

*Providing solutions to the most pressing issues facing the nation*

Los Alamos National Laboratory is a workplace that attracts, inspires, and develops world-class talent to ensure a vital future workplace. Diversity fuels our innovative, agile, and principled workforce which is essential to solving problems of global importance.

**10,904** TOTAL EMPLOYEES  
by county of residence



Other counties: Chaves, Curry, Doña Ana, Eddy, Grant, Lea, McKinley, Mora, Roosevelt, San Juan, San Miguel, Sierra, Socorro, Torrance, Valencia

**ANNUAL SALARY \$973,642,242\***  
distribution by county

Los Alamos:	\$496,973,836
Santa Fe:	\$212,615,406
Rio Arriba:	\$114,893,552
Sandoval:	\$30,522,824
Bernalillo:	\$27,094,287
Taos:	\$11,047,783
Other:	\$80,494,554

\* Craft/contractor salaries not included

Community  
Partnerships  
Office

Kathy Keith  
(505) 665-4400  
kkeith@lanl.gov

[www.lanl.gov/community/index.php](http://www.lanl.gov/community/index.php)

**41%** of Los Alamos employees  
are native New Mexicans

**\$2.52B** BUDGET  
FY 2016

**29.2%**  
of our regular/term  
employees have at  
least one degree  
from a New Mexico  
college or university



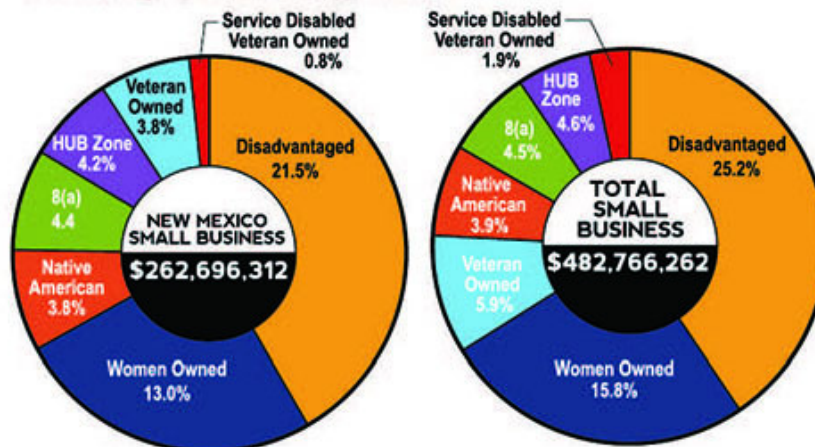
Employment: providing solutions to the most pressing issues facing the nation.

# SMALL BUSINESS PROCUREMENT

*Purchasing quality products and services from small businesses while ensuring that the needs of the Laboratory and its customers are met*

Payments made to suppliers as a result of Laboratory procurements help drive economic growth in New Mexico and the nation. The staff in our Small Business Program and procurement personnel work closely with small businesses to learn about the goods and services available to the Laboratory and inform them about subcontracting requirements and opportunities.

The Lab's award-winning **Mentor-Protégé Program** is a Department of Energy initiative designed to encourage and assist small and disadvantaged businesses; the mentor typically works with one business for two years. This program helps local businesses grow and expand, contributing to regional economic development.



**Small Business Program**  
Chris Fresquez  
(505) 667-4419  
[business@lanl.gov](mailto:business@lanl.gov)



Small business procurement: purchasing quality products and services from small businesses while ensuring that the needs of the Laboratory and its customers are met.

Los Alamos National Laboratory

[www.lanl.gov](http://www.lanl.gov)

(505) 667-7000

Los Alamos, NM

Operated by Los Alamos National Security, LLC for the Department of Energy's NNSA

